

## Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 TRSE-00 ERDA-05

CIAE-00 /025 W

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R 290955Z SEP 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 4958

INFO USDOC WASHDC

C O N F I D E N T I A L MOSCOW 13839

USDOC FOR BEWT/DOWNEY AND OEA/MEYER

E.O. 11652: GDS

TAGS: ESTC UR

SUBJ: EXPORT LICENSING PROBLEMS AT INTERORGTEKHNKA

STORAGE IN MOSCOW AFTER EXHIBITIONS

REF: STATE 220758

1. IN VIEW CONDITIONS ESTABLISHED REFTEL FOR STORAGE OF ITEMS IN MOSCOW PENDING LICENSING, WE ELECTED TO GO WITH HELSINKI STORAGE ON GROUNDS THAT:

A) CONDITIONS WERE IMPRACTICAL SINCE WE WERE TO HAVE RECEIVED STORAGE SPACE IN LARGE WAREHOUSE BELONGING TO SOVTRANSVTO, AND

B) SOVIETS WOULD FIND OUR INSISTENCE ON ACCESS AND INSPECTION UNACCEPTABLE.

2. FOR FUTURE CASES OF THIS TYPE, WHICH WILL DOUBTLESS ARISE, EMBASSY BELIEVES THAT QUESTION OF CONDITIONS UNDER WHICH ITEMS CAN BE STORED IN MOSCOW AFTER EXHIBITIONS SHOULD BE REEXAMINED. SEVERAL OF U.S.

EXHIBITORS

INTERORGTEKHNKA COMPLAINED THAT OUR CONDITIONS FOR MOSCOW STORAGE PLACED THEM AT COMPETITIVE DISADVANTAGE

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VIS-A-VIS WESTERN EUROPEAN COMPETITORS, WHOSE

AUTHORITIES POSED NO SUCH CONDITIONS. FOR EXAMPLE, HEWLETT-PACKARD WAS UNABLE TO COMPLETE SALE OF COMPUTER SYSTEM FOR DUBNA LABORATORY (VALUED AT DOLS 75,000) BECAUSE SOVIETS REFUSED TO ACCEPT STORAGE OUTSIDE COUNTRY. HEWLETT-PACKARD REP POINTED OUT THAT REGARDLESS OF WHERE SYSTEM WAS STORED, IT WOULD HAVE BEEN OF NO VALUE TO SOVIETS WITHOUT ASSISTANCE OF COMPANY REPS IN INSTALLATION AND PROGRAMMING. MOREOVER, HEWLETT-PACKARD COULD, HAD THIS BE REQUIRED, HAVE REMOVED ONE VERY SMALL BUT KEY PIECE OF SYSTEM, THUS PROVIDING ADDITIONAL GUARANTEE THAT IT COULD NOT BE USED PENDING LICENSING. IN VIEW FACT THAT ITEMS LICENSED FOR EXHIBITION IN USSR HAVE, IN EMBASSY'S UNDERSTANDING, BEEN EFFECTIVELY CLEARED FOR SALE TO SOVIETS PROVIDED ACCEPTABLE END-USER IDENTIFIED, WE BELIEVE THAT STORAGE IN MOSCOW UNDER AVAILABLE CONDITIONS PENDING FINAL LICENSING ACTION IS NOT UNREASONABLE PROPOSAL.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** STORAGE, STRATEGIC TRADE CONTROLS, EXPORT LICENSES, TRADE FAIRS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 SEP 1975  
**Decaption Date:** 01 JAN 1960  
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**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** WorrelSW  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**TAGS:** ESTC, UR, US  
**To:** STATE  
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